

Message Text

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ORIGIN COME-00

INFO OCT-01 NEA-10 ISO-00 EB-07 /018 R

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COM/0IC/OED/MEPD/JMSANDS, DIR.

COM/BIC/OIM (INFO)

NEA/PAB:MGJONES

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R 170623Z JAN 76

FM SECSTATE WASHDC

TO AMEMBASSY ISLAMA

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E.O. 11652: N/A

TAGS: BENC, PK

SUBJECT: MAJOR PROJECT: REFINERY EXPANSION AT MORGAH

REF: POWERS/JONES LETTER, DECEMBER 1975

FOR: GO, DON POWERS

1. PROJECT STUDY AND BACKGROUND INFO CONTAINED REFERENCED LETTER PASSED TO COMMECE/MAJOR EXPORT PROJECTS DIVISION FOR ACTION. MEPD IS AWARE TWO U.S. FIRMS WHICH COULD SUPPLY SKID-MOUNTED REFINERY. ONE OF FIRMS, HOWE-BAKER ENGINEERS (TEXAS), OWNS HOWE-BAKER, LTD. OF UK, WHICH GAVE PAKISTANIS ORIGINAL ESTIMATE ON UNIT. MEPD DISCREETLY CONTACTED HOWE-BAKER AND WAS ADVISED THAT FIRM GAVE ESTIMATE FROM U.K. OFFICES BECAUSE PAKISTANIS PLANNED TO OBTAIN ECGD FINANCING. (THIS PRICE ONLY ESTIMATE TO BE USED FOR STUDY PURPOSES AND SHOULD NOT BE CONSIDERED FINAL BID.) COMPANY WOULD BE HAPPY TO SUPPLY REFINERY UNIT FROM U.S. IF PAKISTANIS DESIRE. THIS WOULD, OF COURSE, MEAN THAT U.S. EXPORT

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FINANCING WOULD HAVE TO BE AVAILABLE.

2. IN VIEW FACT THAT HOWE-BAKER ALREADY INVOLVED FOR
SOME TIME, WE HESITATE CONTACT OTHER U.S. COMPANY.
WE NOTE POSSIBILITY THAT PAKISTANIS INTERESTED BRING-
ING IN FURTHER COMPETITION IN ORDER TO GET BEST
PRICE FROM HOWE-BAKER.

3. WE WOULD APPRECIATE FURTHER CLARIFICATION ON
SCHEDULE OF PROCUREMENT AND FINANCING ARRANGEMENTS,
AND WE WOULD WELCOME EMBASSY SUGGESTIONS ON HOW BEST
ADVISE HOWE-BAKER TO PURSUE THIS OPPORTUNITY.
IF PAKISTANIS INDEED DESIRE U.S. PACKAGE, THEN
COMPANY WILL APPROACH PROJECT ON THAT BASIS.
KISSINGER

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